EZ SELLER OPTIONS

EZ Real Estate Investor (REI)

EZ Real Estate Investor
Agent Training

EZ Real Estate Platform

EZ SELLER OPTIONS

Real Estate Investor (REI)

Cash Offers:

Real estate investors use a systematic approach to determine their cash offer price for a property. The most common method is based on the property's After-Repair Value (ARV)-the estimated market value after renovations-minus costs and desired profit. Here's how the process typically works:

1. Calculate the After-Repair Value (ARV)
   - Investors estimate what the property would sell for after all necessary repairs and updates are completed. This is done by analyzing comparable sales (comps) in the area.

2. Estimate Repair and Renovation Costs
   - The total cost needed to bring the property up to its ARV is subtracted from the offer. This includes labor, materials, permits, and sometimes a buffer for unexpected expenses.

3. Apply the Investor's Discount Rate (The "70% Rule")
   - Most investors use a multiplier (commonly 65% to 75%) to the ARV to ensure a profit margin and cover transaction and holding costs. The "70% rule" is standard:
   - Maximum Offer=(ARV×70%)−Repair CostsMaximum Offer=(ARV×70%)−Repair Costs

4. Factor in Additional Costs
   - Investors also consider:
     - Holding costs (insurance, utilities, taxes while the property is owned)
     - Selling costs (agent commissions, closing fees)
     - Their desired profit margin
     - Any wholesale or assignment fees if applicable.

5. Adjust for Market and Strategy
   - The percentage used (e.g., 70%) can vary based on market conditions, property location, and the investor's risk tolerance. In hot markets or for properties needing less work, investors might use a higher percentage (up to 80–85% of ARV)

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- **Novation Overview:** Novation is a legal process in which an existing contract or obligation is replaced with a new one of comparable value, with the consent of all parties involved. This action nullifies the original contract and transfers all its rights, benefits, and obligations to the new agreement or party. In real estate, novation is commonly used to:

- Substitute one party in a contract for another (such as replacing a buyer or seller)
- Change key terms of a contract (like the purchase price, deposit amount, or closing date)
- Transfer both the benefits and burdens of the original contract, so the original party is fully released from future obligations.

Novation differs from assignment in that assignment only transfers rights and benefits (not obligations), and the original party remains liable, whereas novation creates a new contract and releases the original party from liability. All parties must agree to a novation for it to be valid.

EZ Investor employs the Novation Process to collaborate with sellers, enabling us to offer them a more favorable payout compared to the traditional cash offer method. Use the EZ Novation Contract.

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"Subject To" Offers:

- Description: The investor takes over the seller's existing mortgage payments without formally assuming the loan.
- Terms: The investor pays the seller any equity (difference between home value and mortgage balance) and agrees to continue making mortgage payments.
- Benefits: Allows investors to acquire property with little upfront cash and without qualifying for a new loan; often used when sellers are facing foreclosure or need a quick exit.

EZ Investor will pay you the commission on Purchase Price. When a seller has no or low equity and can't afford payment.

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Wholesaling homes, or real estate wholesaling, is a strategy where an individual (the wholesaler) acts as a middleman between a property seller and an end buyer-typically an investor-without ever actually purchasing the property themselves.

1. **Find a Discounted Property:** Wholesalers search for properties that are priced below market value, often because they are distressed, need repairs, or the seller is highly motivated to sell quickly.
2. **Get the Property Under Contract:** The wholesaler negotiates a purchase price with the seller and signs a contract that gives them the right (but not the obligation) to buy the property.
3. **Assign the Contract to a Buyer:** Instead of buying the property, the wholesaler finds an investor or buyer willing to purchase the property at a higher price. The wholesaler then assigns (sells) their contract rights to this buyer.
4. **Earn a Fee:** The wholesaler makes a profit-called an assignment fee or wholesale fee-which is the difference between the price agreed upon with the seller and the price paid by the end buyer. This fee typically ranges from 5% to 10% of the property price.

Example

- A wholesaler finds a property and gets it under contract for $120,000.
- They locate an investor willing to pay $150,000 for the property.
- The wholesaler assigns the contract to the investor, who then purchases the property directly from the seller.
- The wholesaler earns a $30,000 assignment fee for facilitating the deal

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Real Estate Investor (REI)

Assignment Contract:
The most common method; the Wholesaler assigns their purchase Contract to the end buyer.

Double Closing:
The wholesaler briefly buys the Property and immediately resells it to The end buyer.

EZ Investor will pay you the commission on Purchase Price. When a seller facing foreclosure, job lost, probate, don't have money to repair home. The ideal seller is an investor dream scenario.

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Zero% Listing Commission Addendum

EZ Real Estate Offer

EZ Real Estate Platform Investor Addendum

HOMES FOR CASH GUYS

Name ______________________________ known as the authorized seller of the property located at Address ______________________________ hereby acknowledges the utilization of the EZ Real Estate Platform.

Property to be listed on EZ Real Estate Platform. All parties agree to abide by the set of terms below. The 1% EZ commission will be a lined item on seller side of the HUD on any of the options. Choose one of the three options below.

Buyer Premium Method, where the seller typically sets the price 6-15% below the market value. In this approach, the buyer agrees to pay a Buyer's Premium to compensate both the Investor, listing and selling agents. EZ Fee is 1% of accepted offer price on platform.

Total Buyer Premium shall be ____________
The Investor premium shall be ____________
The buyer premium shall be ____________ to the Listing Office Percent of Final Offer Price.
The buyer premium shall be ____________ to the Selling Office Percent of Final Offer Price.

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Zero% Listing Commission

The Zero Percent Listing Concept on the EZ Real Estate Platform

The "zero percent listing" concept offered by the EZ Real Estate Platform is a modern approach to selling real estate that allows homeowners to list and sell their property while paying as little as 0% commission to the listing agent. This model is designed to help sellers maximize their equity and minimize the traditional costs associated with selling a home.

How the 0% Commission Option Works

- Sellers use the EZ Real Estate Platform to list their property, utilizing professional marketing, MLS exposure, and expert guidance from certified EZ Listing Specialists-all while having the option to pay no commission to the listing agent.
- The platform leverages transparent, real-time offer technology. Buyers can see competing offers and make bids in real time, often driving up the final sale price and ensuring sellers receive fair market value or better.
- Sellers remain in control throughout the process, with the ability to review offers and select the best one for their needs.
- The 0% commission option is particularly beneficial for sellers in situations where maximizing net proceeds is critical, such as distressed property sales, probate homes, or remote transactions.

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Traditional Listing

Your paragraph text

EZ Real Estate Platform